Working for Trade In South America

Producers in United States Must Carefully Study Wants of the People, and Salesmen Must Learn the Manners of Those They Sell.

Proper perspective is the first essential for the manufacturer in the United States who seeks to build up a trade in South America. The producer who goes into these Latin-American countries, seeking markets, must remember that he is endeavoring to supply countries now suffering a financial stringency, to be true, but potentially wealthy; populated by people highly cultured, whose desires cannot be satisfied by shoddy goods, but demand the best that is to be had.

Few Americans probably are aware that there are only two cities in the United States as large as Buenos Aires; fewer still that the Banco de la Nacion Argentina, the national bank of Argentina, has more deposits than any single institution in the United States. Scartered throughout the southern continent are other capitals and commercial centers which compare most favorably with our best cities.

SALESMAN AN IMPORTANT FACTOR.

large quantities and is seeking tunity to sell.

Cotton Sales for Year.

South American countries in 1912 im

\$100,000,000, but the United States, pro-

grown in the world, sold only \$4,500,000

coal five or six thousand miles across the sea from England, and Chile and Peru import their supplies from Aus-

If the cotton producers of the United

8:30 a mass meeting will be held in Hy-

killing of a large quantity of fish in the Eastern branch. For several days quantities of fish have been washed

Martha Black, colored, who has been

to her home in Baltimore.

tralia, 8,000 miles away.

With imaginations fired as to the op- | marked. In 1912 the United Kingdon portunities offered in this field, many marketed \$77,000,000 worth of goods in American manufacturers probably are that country; Germany sold \$52,000,000 giving little heed to anything other France, \$28,000,000 worth, and the rest than the mere getting of their salesmen of Europe, \$50,000,000, while the United than the mere getting of their salesmen of the ground." But the selection of a salesman to canvass the territory is an important factor. The first requisite is that he be a salesman; the second that he possess courtesy, tact, and gentle breeding. The Latin-American has inherited the manners of his South-European ancestors; he is suave and courtly, and takes neither kindly nor quickly to the brusque mannered sales.

OI Europe, \$20,000,000, white the confidence of \$48,-000,000.

States was confined to a trade of \$48,-000,000.

The European dominance of trade in those countries located in the extreme north of South America, just beyond our southern ports, was practically as pronounced. Colombia purchased two-thirds of her supplies in Europe and one-third from the United States, while Venezuela spent \$12,000,000 in 1912 with European countries and only \$6,000,000.

man.

Personal contact is a necessity. In the past this territory has been flooded with American catalogues the impotence of which has been demonstrated. Frequently, the manufacturer had not even ascertained the language of the country. Frazil has been canvassed in this man-ner with Spanish literature, whereas Portugese is the language spoken, and Haiti has received the same catalogues, useless to a people whose tongue is French.

Markets Steadily Growing That the markets are there, however,

and are steadily growing is demonstrated by the fact that South Amerinow imports annually more than billion dollars' worth of goods, against half million a decade ago. This counand stoel manufactures, machinely, railway supplies, coal, lumber, clothing, and the numerous other articles that appertain to the daily life of people of European stock, with habits similar to those of the people of the United At present the United States, how

ever, is merely supplying 15 per cent of these purchases \$150,000,000 worth. Europe is furnishing the vastly greater part of the remaining \$850,000,000. Argentina in 1912 bought five times as much merchandise from Europe as from the United States. The United Kingdom sold that country \$115,009,000 worth of supplies; Germany sold it \$62, worth of supplies; Germany sold it \$62,000,000; France \$06,000,000 worth; Italy,
\$31,000,000 worth, and the rest of Europe, \$40,000,000, while the United States
had to be content with selling \$57.000,000 worth.—

"The great English cotton mills, however, are now confronted with a situation which is expected to close their
doors before Christmas, and England is
taking all of the output from the Welsh
collieries.

The preterence for European products country can arrange credits this great on the part of Brazil was equally as trade is within their reach.

In charge of the Austrian branch of the American embassy in London,

CHANDLER HALE,

Charing Cross, where Austrians and

Hungarians are being fed daily.

FEEDING AUSTRIANS

European countries and only \$6,000,000 with the United States. If the American manufacturer needs a spur to drive him after this trade he Relief Hook and Ladder Comshould find it in the fact that the greater part of the South American pur-chases from Europe consist of goods which the United States produces in

ALEXANDRIA, Va., Oct. 7.-The new some of the Relief Hook and Ladder ported cotton goods, totaling in value Company, in Prince street, will be formally opened October 15. One hundred ducing two-thirds of all the cotton and twenty-five guests will be present at the banquet. Among the guests will of that total. Europe purchased the raw cotton from this country, converted it council, the chief of the fire departbe the old and new members of city a billion deliars' worth of goods, against a half million a decade ago. This count into a finished product, shipped back try is prepared to supply practically all of the goods reeded, textiles, iron and steel manufactures, machinery. \$17,000,000 worth of cotton goods that railway supplies, coal, lumber, clothypear, of which less than \$1,000,000 worth act as toastmaster. was from this country, and of the \$21.-000,000 worth that Brazil consumed the United States furnished less than \$500,000

A special grand jury of the corpora tion court met today to consider eight The United States produces nearly as bills of indictment presented by Samuel much coal as all the rest of the world G. Brent, Commonwealth's attorney. put togther, but of the \$70,000,000 worth The jury is composed of Robert S. Barbills of indictment presented by Samuel The jury is composed of Robert S. Barconsumed in South America in 1912 this country furnished scarcely 5 per cent. Brazil and the Argentine bring their rett, J. Fred Birrell, George H. Evans, James B. Fitzgerald, T. Clifton How-ard, John N. Lawler, Samuel L. Mon-roe, William H. Sweeney, and C. W. Wattles. Wattles. The cases under considera-tion are George Clark, burglary; Thomas Padgett, cutting; William Trig-ger, shooting; Cooper Williams, rob-bery; Charles Wright, assault; Charles Brown, forgery; William Higgins, as-sault

The compulsory sewer tap law, which becomes operative July 1 next, will be enforced after that date. This has been decided upon by the health committee of the city council. It was also decided by the committee to recommend to city council that all unsanitary alleys be paved by abutting property owners.

entertainment in Masonic Hall, entitled entertainment entertainmen were eighty-four names placed upon the of Grace Episcopal Church, books, divided as follows: Fifty-seven was in the Union Cemetery.

Democrats, seventeen Republicans, and ten who declined to affiliate with any Sydney E. Mudd, Republican candi-ist to represent this district in Con-recs will open his campaign in this

Prof. George R. Maluf is to give an county tonight with mass meetings at flustrated lecture in Masonic Hall, Friday evening, on "The Wonders of the Holy Land."

Solclock in Will speak at Odenton and at In Duke street tomorrow night. Members of the Young Men's Sodality Lyceum will give a euchre in their hall

attsville in his interest.

The Ladies' Aid Society of the First Presbyterian Church met yesterday at the home of Mrs. Harry W. Shepherd, or Sueper street.

John Wilson, alias Sick-boy, with a police record, was shot in the back last night by Grant Hawkins, who found him trying to enter the chicken house in the rear of his home, 914 North Patrick witness. rick street. Wilson attempted to run when Hawkins fired at him with a shot-An investigation will be made of the gun. He was only slightly injured. In court today he was sent to jai

A special meeting of Seminole Tribe of Red Men will be held tonight at Odd Fellows Hall to arrange for the class initiation tomorrow night. ashore from a point near where the Shepherd's branch of the Baltimore and Ohio railroad crosses the stream, east of here, to a point below Bladensburg.

England Cuts Postage

Martha Black, colored, who has been in the employment of State Senator William F. Holmead, near Brightseat, has been held for the grand jury, charged with larceny by Justice of the Peace Alfred L. Bailey, of Bladensburg. Articles from the Holmead home are said to have been found in her house when it was searched by Constable Wallace C. Jers at the front have no money with Bayhold. which to buy postage stamps. Their Miss Alice Woodward, who has been letters are sent with the postage col-isiting her sister, Mrs. Clarence S. lect. It is argued by many soldiers (essler, on Avon avenue, has returned that the soldiers' letters should be carletters are sent with the postage collect. It is argued by many soldiers ried free of charge, as many of the mothers who receive letters with pos-tage collect cannot afford it. The postoffice department officials The Woman's Civic League of Mt. tage collect cannot afford it. Rainier will meet this afternoon at the postoffice department officials the home of Mrs. M. D. McKinley, on say they cannot take off the charge al-

together, but they have reduced it.



applied to outs, bruises, sores, nicers and wounds, kills the garms, makes the wound assptic and promotes rapid healing.

Acts promptly in reducing sprains and wrenches, Swellen giands, varience veins, wan, cysts and bursal enlargements, yield readily to the application of Absorbine, Jr.

baorbine, Jr., \$1.00 and \$2.00 a bottle at most druggists or postpaid.

PLAYS COMING NEXT WEEK

spiration for his plays is frequently a matter of question. Jules Eckert Goodman gives credit for the inspiration of his new play, "The Silent Voice," in Goodman's play is a story of the refied affection of his young wife. Mr. Skinner will be seen in the role of Montgomery Starr, the first strictly modern part he has presented in many years Charles Frohman has provided an ex-cellent supporting company, and the many friends of Mrs. Skinner (Maud Durbin) will be glad to learn that she

Seats are now on sale at the Belasco Theater for Arthur Hammerstein's pro-duction of "High Jinks," which opens for a week's engagement there next for a week's engagement there next Monday. The same cast which presented the musical jollity at the Casino Theater, New York, for an entire year will be seen in Washington. It is headed by Stella Mayhew, who is assisted by Eugene O'Rourke, Paul Porcasi, Emma Francis, Philip Ryley, Billie Taylor, Bernard Gorcey, Dorothy Vernon, Alberta Devere, Elizabeth Wood, Augustus Schultz, Dorothy Wolfe, and Adele Ardsley, in addition to which there is a singing and dancing chorus of sixty. The book and lyrics of "High Jinks" are by Ootto Hauerbach, author who has opened an eating house near Jinks' are by Ootto Hauerbach, author of "The Firefly" and "Naughty Mari-etta," and the music is by Rudolph

ANQUETTOOPEN

If the opinion of New York and Boston counts for anything, an exceptionally worthy attraction is promised the patrons of the Columbia Theater next Monday night, when "My Best Girl," an American-made musical comedy, with Victor Morley in the principal role, begins a week's engagement. Mr. Morley is well and favorably known, and his supporting company includes many players who have been identified with only the best Broadway has had to offer. Channing Pollock and Rennold Wolf wrote the book and lyrics of "My Best Girl," and Clifton Crawford and Augustus Barratt composed the music. This work is a military farce with a musical setting. The story is interesting because of the present interest in array affairs. The second act of "My Best Girl" is a pleasing travesty on army life and develops into one long tailing. There will be the usual matinees on Thursday and Saturday.

Eugene Walters' powerful play "Fine Second was the usual matinees on Thursday and Saturday."

Feathers," will have its first presenta-ion in stock at Poli's next week. This ast season was presented on tour by one of the strongest casts ever brought together, the principal players, including Wilton Lackaye, Robert Edeson, Mar Figman, Lolita Robinson and Rose Lolita Robinson and Rose "Fine Feathers" tells the engrossing story of a young woman whose love for fine raiment and other luxuries caused her to tempt her husband to commit a great wrong. The consequences of this misdeed and how the

Next week Nora Bayes will share honors with James and Bonnie Thornton, at the B. F. Keith Theater. Other features will be Joe Jackson, the pantomimic comedian; Allan Dinehart and Company in "The Meanest Man in the World;" Franker Wood and Bunes Wyde, in "Good Night," and Vera Berliner. "The Kubelik in Skirts;" Lucy Gillette. "The Girl from Delft," and Company; Bert Roseman and Helen, the dancers; the Hearst-Selig News Pictorial, and the fine pipe organ recitals. Next Sunday vaudeville concerts will be held at 3 and 8:15 p. m., with the regular Keith Sunday concert attractions. attractions.

Much that is new in vaudeville and Anacostia, Hyattsville

Anacostia, Hyattsville

Anacostia, Hyattsville

Anacostia, Hyattsville

Anacostia, Hyattsville

Anacostia, Hyattsville

Anacostia, Hyattsville, became the bride of Harold Franklin, also of East H travesty will be exploited, it is said, it

Two shows a week, with a complet the Sunday concerts will present a fine

Just where the dramatist gets the in-, orchestral program with the best at tractions of

George Choos' lively little musical farce, "When Women Rule," presented by a company of pretty girls will rewhich Otis Skinner is to appear at the National Theater next week, to a short story by Gouverneur Morris, which was printed in one of the magazines. Mr. by a company of precious main for the entire week at the Cosmos Theater. The new attractions, which appear tomorrow for the first time, include the Ring Trio, in their sensational acrobatic exhibition; Gertrude Dudley Goodman's play is a story of the regeneration of a man. The hero has everything that heart can wish for and that money can buy, with the single exception of his hearing and the unqualified affection of his young wife. Mr. elaborate program by an enlarged or-

A very entertaining program has been arranged by the management of Cran-dall's Theater for next week. Sunday's bill will include "The Long Way," "The bill will include "The Long Way." The Real Agatha" and a good Keystone Comedy. Monday and Tuesday Alice Joyce will be featured in "The Girl and the Stowaway." with "Man's Enemy" as the second feature. Wednesday, "Hearts and Masks," featuring Kathlyn Williams will be shown. The main attraction for Thursday and Friday will be "Affermenth" presented by the Fam. be "Aftermath," presented by the Fam-ous Players with Virginia Pearson and Owen Moore. Saturday's program will include "Chip, of the Flying 'U," fea-turing Kathlyn Williams.

mission Advocates Half Pay Rather Than Dismissal.

campaign for municipal markets, has formulated a program for handling the labor problem this winter, and has sen it to the chamber of commerce and leading employers of labor for approval. The marketing commission suggests that before winter sets in the city take a - man - afraid - of-his-food laughing:
There is always that haunting feeldumping ground of thousands of floaters
who drift into Chicago every fall to
spend the winter. It believes that if the
city and employers alike announce the city and employers alike announce that residents of Chicago will be given the preference in hiring men through the winter months, this movement will be checked.

Big employers are urged to aid the workers during the winter months by putting employes on half pay, instead of cutting their forces in half if business conditions make any reductions neces-sary. They are further urged to give preference to married men, or those supporting dependents, if lopping names off the pay roll becomes a necessity.

Department stores and factories employing girls are asked to retain girls who must support themselves in pref-erence to those who are seeking work to earn 'pin money.' The situation among the working girls, the commis-sion declared, demands particular at-tention.

As the first step in carrying out this program, the commission suggested that

Model Houses at Small Rents Ready for Opening

"These houses show what construc-Two shows a week, with a complete change of program, including the best that come in popular vaudeville attractions is the appropriate of the complete of the of Grace Episcopal Church. Interment was in the Union Cemetery.

M. F. Padgett, ir., has been appointed organizer of this district, for the American Federation of Labor, by Samuel Gompers. Mr. Padgett was endorsed for the position by the Alexandria Trades Council.

Mambers of the Young Men's Sodality

that come in popular vaudeville attractions, is the announced policy of the Casino Theater management, beginning many of the alleys themselves, if only they can be opened into minor streets. The alley bill, just passed, is expected to be followed by legislation to help provide adequate housing for alley people and which also will be fair to owners of alley property. Congress expects, we believe, to follow up this bill with the necessary supplementary legislation."

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models, showing every material. Specials for our

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materials to delight every woman. Our October

\$12.50, \$15, \$17.50, \$19.50 up

\$5, \$5.98, \$7.50 up

sale, showing wonderful values. Hats that are

lovely both in style and quality. See these week-

size in all the new materials. Sale specials at

sales bring out wonderful values at

end specials at \$6.50, \$7.50 and \$10.

UNTRIMMED MILLINERY in hundreds of styles, rich vel-

WAISTS of lovely silks and cotton in our October sale. See

vets in black and colors. Special sales at \$1.95, \$2.95 and

DRESSES in a range of beautiful styles and

SKIRTS showing the new Russian tunics, every

TRIMMED MILLINERY in a special October

SUITS in an almost endless variety of smart

tive of the Globe-Wernicke Company to-

Globe-Wernicke Company Salesrooms Will Be Scene of Exhibit Next Week.

complete line of American-made office labor-saving devices and filing cases, showing the latest improve ments in the many different types of machines now used in the modern office will be exhibited in the salesrooms the Globe-Wernicke Company, 1219-1220 F street northwest, during the week be ginning October 12. Prominent American manufacturers

of practically every line of office equip ment have been invited by the Globe Wernicke Company to co-operate with them in making the exhibit cover the entire field of office machinery, and each will have a section in the big salesroom of the company in which to display and demonstrate the different

"Because of the many new inventions and the numerous improvements in the mechanism of various devices during the last twelve months, the show this year will be much larger, and will. I believe, attract wider interest than did that of last year," said a representa-

Chicago City Marketing Com- When You Want to Laugh--Eat

CHICAGO, Oct. 7.—Co-operating with various charity organizations, the city marketing commission, which has touched the problem of the unemployed in its

Dyspepsia Tablet After Each Meal.

Laughter, smiles and mirth never go with a "caved-in" stomach. Fancy a - man - afraid - of-his-food laughing:



Just make up your mind to help nature help herself. Give your body a chance to make good. Heal the raw edges of your stomach and give your blood the tools to make digestive fluids with.

There is only one way to make the body well—give it the chance to make the body well—give it the chance to make

itself well. Harmful and strong medi-cines handicap the system. Stuart's Dyspepsia Tablets go into the stemach just like food. They are dissolved and there they strangthen the weakened juices of the digestive apparatus until he digestion is made norma

Rents Ready for Opening

A new group of two-family houses built by the Sanitary Improvement Company, the organization working in conjunction with social service bodies to provide adequate housing at small rents, is about to be opened on South Caribol vienue avenue southwest. Mrs.

Archibald Hopkins and Mrs. Ernest Archibald Hopkins and Mrs. Ernest ment, National Civic Federation, will receive on Friday, October 9, from 3 to 7 o'clock, at 1245 South Capitol avenue.

These houses show what construction is made normal. There is nothing mysterious or magical about them. Science has proved that certain ingredients make up the digestive juices. Stuart's Dyspessa Tablets are these concentrated ingredients—that is all there is to it. One grain of a certain ingredient contained in Stuart's Dyspessia Fablets will digest 3,000 grains of food. This illustrates how you aid nature to restore her worn-out materials. When a stomach which is filled with food receives a Stuart's Dyspessia Tablet, it is more able to digest the food than it would be without it. The work is not so hard nor the task so long. nor the task so long.

When the meal is finally assimilated eliminated easily, quickly and with the maximum of benefit.

maximum of benefit.

Every drug store carries Stuart's Dyspepsia Tablets. To anyone wisning a free trial of these tablets please address F. A. Stuart Co., 150 Stuart Bldg. Marshall, Mich., and a small sample package will be mailed free.—Advt.

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Among the firms to participate in the exhibit are the Addressograph Com-pany, the White Adding Machine Com-

The exhibit will be open to all visitors each day from October 12 to 17, and for the accommodation of those who are unable to leave their business during the day, the rooms will be kept open two evenings, Wednesday and Friday. Invitations have been sent to the chiefs of the different Government departments and to the business men of

pany, the Multigraph Sales Company, the Protectograph Company, the Dicto-phone Company, the Vacuna Sales Com-pany, the Mon he Calculating Company, and the Royal Typewriter Company.

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Boarding and the department of the country and the country are confirmed as the country. Boarding and day departments-boys from Fall term opens September 22, 1914. The Bishop of Washington, president of For catalogue address

E, L. GREGG,

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of Caleride ABSORBINE in foot bath THE WORLD WE EVERTE relief for all Corns ; Bunio 160 25c

some of the olimer members of this club will continue as members. They are Mrs. Harry Dewalt, Mrs. N. R. Har-nish, Mrs. Ernest Selby, Mrs. Edward F. Wood, Mrs. W. W. Tolson, Mrs. Thomas L. Moore, and Mrs. Robert Sowerbutts. HYATTSVILLE.

charge of the annual oyster roast to be given at Marshall Hall late this month, and these committees are at present

making plans for the outing. Practically every boat is expected to mrke the trip on that day, and C. H. Kerper, fleet captain, will be in charge of the

The Embroidery Club of Anacostia met this morning at the home of Mrs. William Scantlebury, in Minnesota avenue. Mrs. Edmund Mallett will again be in charge of the work of the club. Some of the ofrmer members of this club will continue as members. They club will continue as members. They

A musical and dramatic recital will be given in Masonic Hall tomorrow under the auspices of the ladies of the Memorial Methodist Episcopal Church. Among those mentioned on the program are Mrs. Frank Byram, planist; Mrs. Amy Law Ormsby, soprano; Miss Mary Willard Lowe, reader; Miss Mary Whit contraito; and J. Edward Callow in songs and recitations. A Hawaiian orcnestra will play native instru-ments and music.

Miss Alice L. Boorman, who has been the guest of Mrs. Clarence S. Kessler, on Avon avenue, has returned to her on Avon avenue, has home in Washington.

A business meeting of the congre-ation of the First Presbyterian hurch will be held after the regular Thirty-second street. midweek prayer service tonight in the lecture room of the church to consider erection of a chapel on the church lot at the head of Johnson and Wine ave-The idea is to build a chapel and later erect the church. Stone al-

ready is on the ground. A quiet wedding was solemnized Mon-



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